Communications Systems Procurement Bassett Army Community Hospital

Traditional Method for Procuring Comm. Systems for a MEDICAL MILCON

- Develop Plans and specs for comm. Systems along with other systems
- Comm. Systems are part of General Construction Contract
- Com. Systems assigned to electrical subcontractor by general contractor.
- Electrical Subcontractor subs out the comm. Systems or does them themselves.

- The selection of comm. System vendors under this systems is driven by.
  - Cost, how cheaply can I get a vendor who says they can meet the specifications.
- The Electrical Sub does not
  - Evaluate the vendors systems to see if it actually meets the specifications
  - Evaluate the vendor to see if they meet the specification qualifications requirements for
    - Systems engineering
    - Systems procurement and installation

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Issues leading to the idea to change the procurement method for comm. Systems

- History of unqualified contractors hired to engineer, procure and install systems
- COE does not learn of issue until submittal process starts
- Com Systems are late in the construction process so that limits options for COE
  - Force a change in subcontractor and or vendor equals a delay in schedule and BOD
  - Try to find a way to make the proposed system work

What Did We Do?

- Removed the comm. Systems from the General Construction Contract.
- Design only the infrastructure to support the com systems for the GC
  - Conduits
  - Boxes
  - Cable Trays
  - Pull Cords
  - Power

What Did We Do?

- Systems detail design did not start until about midpoint of Construction
  - Development of one line diagrams
  - Development of specifications
- Design based on locations and sizes of infrastructure in General Construction Contract.

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Systems Involved

- Premises Distribution System
- Public Address System
- Entertainment and Training Television
- Radio Paging
- Radio Frequency Transponder
- Tone and Audio Visual Nurse Call
- Facility Security System
  - Access Control, IDS, CCTV, Infant protection

EMS Recorder

Initial Approach

- One Solicitation for all systems
- One General Contractor with subs

- Issues
  - Wanted one contract to deal with
  - Multiple system interfaces
  - Sole source procurement for FSS.

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- What Happened?
  - We received only 1 Bid
  - Bid was from Sole Source Contractor
  - Quality of proposal was poor
  - Cost was prohibitive

After more than 3 weeks of work solicitation was canceled!

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- What Now?
- Advertise individual systems or groups of systems
- Revise drawings and specifications
- New Source Selection plans

- System Groupings
  - Premises Distribution System
  - Public Address
  - Nurse Call Systems
  - Radio Page and RF Transponder
  - Entertainment and Training TV
  - Facility Security System
  - EMS Recorder

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- What Happened
  - Received multiple bids on each solicitation
  - At least 1 bid on each solicitation was good
  - Cost were generally at or below Government Estimates.
    - Exceptions Nurse Call, PA and FSS

All Systems currently awarded except EMS Recorder

- Results So Far
  - We have quality vendors whose systems meet the requirements of the specifications and plans
  - Vendors and manufacturers meet the requirements for experience and performance
  - Submittal process and installation is proceeding

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- What is left to do?
  - Formal Award FSS
  - Award EMS Recorder
  - Complete systems installations
  - Complete systems testing and commissioning
  - Complete systems training for users and maintainers

- Lessons Learned
  - Private Sector Hospital Projects procure individual systems
  - Individual system approach results in a lot of control over the systems and vendors
  - This approach yields quality vendors with quality systems

- Lessons learned
  - COE Guide Spec does not require cable tray systems to meet ANSI/TIA/EIA 569
  - All Conduits need to be labeled when using this approach.
  - There is extra P&D costs
  - Requires a lot of coordination effort.

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- Bottom Line is this project will have the absolute best communications systems of any Hospital construction project completed by the COE
- There were no extra costs for the communications systems themselves
- Were able to catch technical advances without change orders

US Army Corps of Engineers
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